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# Q2 AND H1 FY15-16 FINANCIAL HIGHLIGHTS

Q2 FY1516			
Consolidated	CY	PY	% Change
Net Sales	4,997	4,794	4%
EBITDA	642	647	-1%
PBT	429	452	-5%
PAT	255	257	-1%
EPS	10.01	10.09	-1%

H1 FY1516			
Consolidated	CY	PY	% Change
Net Sales	9,064	8,644	5%
EBITDA	1,147	1,157	-1%
PBT	705	767	-8%
PAT	408	433	-6%
EPS	16.01	16.98	-6%

Q2 FY1516			
Standalone	CY	PY	% Change
Net Sales	3,056	2,840	8%
EBITDA	310	322	-4%
PBT	263	273	-4%
PAT	192	209	-8%
EPS	7.52	8.21	-8%

H1 FY1516			
Standalone	CY	PY	% Change
Net Sales	5,383	4,954	9%
EBITDA	556	601	-7%
PBT	464	505	-8%
PAT	338	379	-11%
EPS	13.25	14.86	-11%

*Rupees in Crores except EPS*

# KEY PERFORMANCE HIGHLIGHTS

## Standalone

- Robust performance in Soda Ash and Salt business
- Consumer products portfolio revenue up by 35% over Q2 FY14-15
- Spices launched successfully in NCR and states of North India
- Uneven and deficit monsoon impact performance of the Agri business
- Subsidy receivable at Rs. 1,005 Crores as on 30th September 2015 (Rs 1972 crores as on March 2015)

## Consolidated

- Magadi continues positive performance with improved profitability
- Steam turbine in full operation in UK, continued focus on further operational improvements
- US volumes impacted due to production outages; being addressed
- Adverse climatic conditions impact Rallis India performance

## Q2 FY1516 KEY FINANCIAL HIGHLIGHTS

Particulars (Rs Crs)	QE Sep 15							QE Sep 14						
	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol
Net Sales (Incl. Other Operating Income)	3,056	421	174	189	778	504	4,997	2,840	425	165	164	737	642	4,794
Profit from operations	310	34	26	22	163	99	642	322	23	0	17	170	124	647
PBT (after exceptional items)	263	-34	10	19	114	84	429	273	56	-93	15	124	107	452
PAT (after MI & Share in Associate)	192	-32	9	15	72	29	255	209	56	-93	13	67	37	257

# INDUSTRY ESSENTIALS

- Global demand and supply situation for soda ash in equilibrium, freight rates soften
- Magadi operations continue improved performance, with reduced costs and better margins
- Steam turbine in full operation in UK, continued focus on further operational improvements



# INORGANIC CHEMICALS

## Mithapur soda ash production and sales volumes

Particulars ( <sup>'000 tonnes</sup> )	QE Sep15	QE Sep14	HYE Sep15	HYE Sep14
<b>Sales Volumes</b>	165	166	331	328
<b>Production Volumes</b>	196	198	393	388

## Subsidiary Volumes

Particulars ( <sup>'000 tonnes</sup> )	Sales Volumes				Production Volumes			
	QE Sep15	QE Sep14	HYE Sep15	HYE Sep14	QE Sep15	QE Sep14	HYE Sep15	HYE Sep14
<b>Europe</b>	146	129	299	254	98	79	188	167
<b>Africa</b>	79	92	147	212	85	86	156	211
<b>USA</b>	551	602	1,089	1,169	543	586	1,048	1,156

# LIVING ESSENTIALS

- Consumer products portfolio revenue up by 35% over Q2 FY14-15
- TCL market leader in the national branded salt segment with 67.3 % market share
- Introduction of new brand Tata Sampann for nourishing everyday foods portfolio. Tata Sampann Spices launched successfully in NCR and northern states in Sep
- Tata Sampann Pulses achieved over 70% volume growth and growth across regions



## Branded Salt

\* Includes Tata Salt & I-Shakti Salt

Particulars ('000 tonnes)	QE Sep15	QE Sep14	HYE Sep15	HYE Sep14
Sales Volumes*	255	231	506	463
Production Volumes*	246	236	493	472

# FARM ESSENTIALS

- Demand of Urea and complex fertilisers showed growth
- Urea production in line with expectation
- Tata Paras 20:20 continues to be received well in the market place



## Urea

Particulars ('000 tonnes)	QE Sep15	QE Sep14	HYE Sep15	HYE Sep14
Sales Volumes	338	322	628	628
Production Volumes	321	315	629	631

## Complex Fertiliser

Particulars ('000 tonnes)	QE Sep15	QE Sep14	HYE Sep15	HYE Sep14
Sales Volumes	185	157	269	314
Production Volumes	173	183	369	342



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